

Message Text

UNCLASSIFIED

PAGE 01 BONN 16743 140443Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----000812 150456Z /15

R 131512Z SEP 78
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 1829
AMCONSUL FRANKFURT
AMCONSUL HAMBURG
AMCONSUL MUNICH

UNCLAS BONN 16743

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: ADS REQUEST - SELLERS, INC., ATLANTA, GEORGIA

DESPITE EXTENSIVE CANVASSING THE EMBASSY COULD LOCATE
ONLY THE FOLLOWING PROSPECT(S):

KLAUS RODE KG
ESPLANADE 39
D-2000 HAMBURG 36
CONTACT: MR. RODE
PHONE: 040-41131
TELEX: 02162370

AMCONSUL FRANKFURT COMMENT:
THE ABSENCE OF ANY PRICE INFORMATION AND ALSO THE NON-
AVAILABILITY OF SOME OF THE MORE IMPORTANT
TECHNICAL INFORMATION IN CONNECTION WITH THE PRODUCTS
OFFERED, MAKES IT VERY DIFFICULT FOR OUR BUSINESS CON-
TACTS TO ASSESS THE OPPORTUNITIES AND MARKETING CHANCES
OF THE PRODUCTS OFFERED. ALSO, OUR RELIABLE TRADE
SOURCES STRESSED THE FACT THAT SELLERS INC. SEEMINGLY
DOES NOT OFFER ANYTHING OF A TRULY NOVELTY APPEAL WHICH
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PAGE 02 BONN 16743 140443Z

WOULD OTHERWISE NOT ALREADY BE AVAILABLE FROM ORIGINAL
EQUIPMENT MANUFACTURERS IN WEST GERMANY. THE U.S. COM-
PANY SHOULD BE PREPARED TO QUOTE ON CIF NORTH GERMAN
SEAPORT BASIS. THE ENGINEERING/MARKETING MANAGER OF THE
LEADING WEST GERMANY FARMERS COOPERATIVE, ADDRESS BE-
LOW, WOULD BE PLEASED TO DISCUSS SELLERS INC. PLANS ON
THE OCCASION OF THEIR TRIP TO EUROPE SOMETIME IN

OCTOBER. IT IS SUGGESTED THAT SELLERS INC. COMMUNICATES
DIRECTLY WITH THIS CONTACT TO COORDINATE THE TIMING FOR
THEIR VISIT:

DEUTSCHE RAIFFEISEN-WARENZENTRALE GMBH
REUTERWEG 51-53
D-6000 FRANKFURT/MAIN-1
CONTACT: MR. A. BOECKING
PHONE: 0611-7151-225
TELEX: 04-13937 DRWZ D.

SHOULD ANOTHER EXPRESSION OF INTEREST BE ELICITED, THE
EMBASSY WILL REPORT IT IMMEDIATELY.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR
STOESSEL

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 13 sep 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Original Previous Classification: n/a
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Status: NATIVE
Subject: ADS REQUEST - SELLERS, INC., ATLANTA, GEORGIA DESPITE EXTENSIVE CANVASSING THE EMBASSY COULD LOCATE ONLY THE FOLLOWING PROSPECT(S)
TAGS: BEXP, GE
To: COM
Type: TE
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Review Markings:
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